

# JORGE A. GUZMAN

## *Curriculum Vitae*

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### ACADEMIC EMPLOYMENT AND AFFILIATIONS

Columbia Business School – Columbia University  
*Assistant Professor. Management Division*  
*Affiliated to the Columbia Data Science Institute*  
*and the Institute for Latin American Studies.*  
New York, NY  
2018 – Present

National Bureau of Economic Research (NBER)  
*Postdoc at the NBER Entrepreneurship Working Group*  
Cambridge, MA  
2017 – 2018

MIT Sloan School of Management  
*Lecturer. Technological Innovation, Entrepreneurship and Strategic Management*  
Cambridge, MA  
Spring 2017

#### Non-Employment Affiliations

MIT Innovation Initiative  
*Research Affiliate*  
2017 – Present

Innovation Growth Lab  
*Research Affiliate*  
2019 – Present

### EDUCATION

MIT Sloan School of Management  
*PhD. Technological Innovation, Entrepreneurship and Strategic Management*  
Cambridge, MA  
2012 – 2017

MIT Sloan School of Management  
*Master of Business Administration (MBA)*  
Cambridge, MA  
2009 – 2011

Instituto Tecnológico y de Estudios Superiores de Monterrey, ITESM  
*B.S. Computer Engineering*  
Monterrey, México  
2002 - 2006

## ACADEMIC ARTICLES

(All co-authorships are listed alphabetical)

### Published Refereed Articles

1. Guzman, Jorge and Scott Stern. 2015. “Where is Silicon Valley?” *Science*. 347(6222): 606-609. [link](#)
2. Guzman, Jorge and Aleksandra (Olenka) Kacperczyk. 2019. “Gender Gap in Entrepreneurship”. *Research Policy*. 48 (9): 1666-1680. [link](#)
3. Guzman, Jorge and Scott Stern. 2020. “The State of American Entrepreneurship: New Estimates of the Quantity and Quality of Entrepreneurship for 32 US States, 1988-2014”. *American Economic Journal: Economic Policy*. 12 (4): 212-43. [link](#)
4. Fazio, Cathy, Jorge Guzman and Scott Stern. 2020. “The Impact of State-Level R&D Tax Credits on the Quantity and Quality of Entrepreneurship”. *Economic Development Quarterly*. 34 (2): 188-208. [link](#)
5. Guzman, Jorge, Jean Oh and Ananya Sen. 2020. “What Motivates Innovative Entrepreneurs? Evidence from a Field Experiment.”. *Management Science*. (66) 10: 4808-4819. [link](#)
6. Conti, Annamaria, and Jorge Guzman. 2021. “What is the U.S. Comparative Advantage in Entrepreneurship? Evidence from Israeli Migrations to the United States”. SSRN Working Paper #3376131. Forthcoming at *The Review of Economics and Statistics*. [link](#)

### Working Papers

#### *Revise & Resubmit*

7. Guzman, Jorge, and Aishen Li. 2019. “Measuring Founding Strategy”. Working Paper. *Revise & Resubmit at Management Science* [link](#)
8. Andrews, RJ, Catherine Fazio, Yupeng Liu, Jorge Guzman, and Scott Stern. 2020. “The Startup Cartography Project: Measuring and Mapping Entrepreneurial Ecosystems”. Working Paper. *Revise & Resubmit at Research Policy*. [link](#)
9. Guzman, Jorge. 2018. “Go West Young Firm: The Benefits of Startup Relocation to Silicon Valley”. *Revise & Resubmit at Management Science* [link](#)

#### *Working Papers*

10. Catalini, Christian, Jorge Guzman and Scott Stern. 2019. “Hidden in Plain Sight: Venture Growth with and without Venture Capital”. NBER Working Paper #26251. [link](#)
11. Guzman, Jorge, and Yupeng Liu. 2019. “Short Term Credit Costs and U.S. Entrepreneurship” Working Paper. [link](#)
12. Guzman, Jorge. 2020. “The Direct Effect of Corporate Law on Entrepreneurship.” Working Paper. [link](#)
13. Conti, Annamaria, Jorge Guzman, and Ron Rabi. 2020. “Information Frictions in the Market for Startup Acquisitions.” Working Paper. [link](#)
14. Guzman, Jorge, Jean Joohyun Oh, and Ananya Sen. 2020. “How Do (Green) Innovators Respond to Climate Change Scenarios? Evidence from a Field Experiment”. Working Paper. [link](#)

15. Fazio, Catherine, Jorge Guzman, Yupeng Liu, and Scott Stern. 2021. “How is COVID Changing the Geography of Entrepreneurship? Evidence from the Startup Cartography Project”. Working Paper. [link](#)
16. Engelberg, Joseph, Jorge Guzman, Runjing Lu, and William Mullins. 2021. “Partisan Entrepreneurship”. Working Paper. [link](#)
17. Bryan, Kevin, and Jorge Guzman. 2021. “Entrepreneurial Migration”. Working Paper. [link](#)
18. Guzman, Jorge. 2021. “Treatment Effects in Strategic Management: With an Application to Choosing Early Stage Venture Capital”. Working Paper. [link](#)

#### Book Volumes and Policy Reports

19. Guzman, Jorge and Scott Stern. 2017. “Nowcasting and Placecasting Entrepreneurial Quality and Performance”. *Measuring Entrepreneurial Businesses: Current Knowledge and Challenges*. Eds. John Haltiwanger, Erik Hurst, Javier Miranda, and Antoinette Schoar. University of Chicago Press. 1<sup>st</sup> Edition. [link](#)
20. Fazio, Cathy, Jorge Guzman, Fiona Murray and Scott Stern. 2016. “A New View of the Skew: A Quantitative Assessment of the Quality of American Entrepreneurship”. MIT Innovation Initiative Laboratory for Innovation Science and Policy. Policy Report.
21. Fazio, Cathy, Jorge Guzman, and Scott Stern. 2020. “New Business Needs a Big Rescue, Too”. *Forbes*. [link](#)

#### Case-Writing

1. Guzman, Jorge. 2019. “Where to now? BlazingDB Contemplates Relocation”. *Columbia CaseWorks*. [link](#)
2. Carlson, Lindsey, and Jorge Guzman. 2020. “Kylie Cosmetics”. *Columbia CaseWorks*. [link](#)
3. Guzman, Jorge and Bilal Zeineddine. 2021. “Laws of Motion”. *Columbia CaseWorks*.

## TEACHING

2018—Present (*Columbia Business School*)

Strategy Formulation (Core) (Ratings out of 5.0: 4.8, 4.8, 4.7, 4.9)

Entrepreneurial Strategy (New Elective) (Ratings out of 5.0: 4.3, 4.4, 4.8, 4.8, 4.4, 4.4)

2017 (*MIT Sloan*)

Entrepreneurial Strategy

## PROJECTS

*Startup Cartography Project*  
<http://www.startupcartography.com>

2016-Present

This project leverages population-level business registration records and predictive analytics to form novel measures of entrepreneurial quantity, quality and performance at an arbitrary level of geographic and temporal granularity. The purpose of this website is to provide a public access interactive website, data

repository, and research archive that makes this work accessible to researchers, public and private sector analysts, and the public. The website tools are designed to facilitate detailed visualization of entrepreneurial ecosystems (at multiple levels of visualization), track entrepreneurial dynamics over time, and provide data that might be applicable to a wide range of research and policy purposes.

## **ACADEMIC SERVICE**

### *Panels*

2020-2022. Member of National Academies of Sciences, Engineering, and Medicine, *Planning Committee for Workshop on Women in Entrepreneurship*.

### *Reviewer for Journals.*

2021. Management Science (Entrepreneurship), Management Science (Finance), Organization Science, Journal of Economic Geography, Strategic Entrepreneurship Journal, Research Policy (x2), Journal of Law Economics and Organizations, Administrative Science Quarterly, Strategic Management Journal, Entrepreneurship Theory and Practice.

2020. Management Science (Entrepreneurship) (x3), Management Science (Finance), Management Science (Strategy), Research Policy (x3), Organization Science, Journal of Law, Economics, and Organizations, Administrative Science Quarterly, Strategic Entrepreneurship Journal.

2019. Journal of Financial Economics, Industrial and Corporate Change, Organization Science (x3), Management Science (Entrepreneurship) (x2), Management Science (Organizations), Academy of Management, Nature – Human Behavior, Economic Letters, Administrative Science Quarterly.

2018. American Economic Review: Insights, Organization Science, Journal of Banking and Finance, Management Science (Entrepreneurship).

*Pre 2018.* Journal of Economic Geography, International Journal for Technology Management, Management Science (Strategy), Strategic Management Journal.

### *Reviewer for Conferences*

Academy of Management (Technology & Innovation Management Division), Academy of Management (Entrepreneurship Division), Strategic Management Conference.

### *Reviewer for Funding Agencies.*

National Science Foundation (Geography and Spatial Sciences Program), National Science Foundation (Decision, Risk and Management Science Program), Washington Center for Equitable Growth, European Central Bank, European Commission (European Research Council).

### *Conference Organizing.*

2018. 4<sup>th</sup> International Conference of the Dynamics of Entrepreneurship (CoDE / ZEW). (Scientific Committee)

4<sup>th</sup> International Conference on Computational Social Science (IC2S2) (Kellogg School of Management) (Program Committee)

## **GRANTS, FELLOWSHIPS, AND AWARDS**

2021. Chazen Institute Faculty Research Grant (with Dany Bahar)

2020. Chazen Institute Faculty Research Grant

. Columbia Institute for Latin American Studies (ILAS) conference grant: Entrepreneurship in Latin America. (with Nelson Freidman and Angela Quintero).

2019. Dean's Award for Junior Faculty Who Contribute to Diversity \$25,000

2018. Kauffman Foundation Uncommon Methods and Metrics (with Scott Stern, Cathy Fazio, and RJ Andrews) \$500,000

2017. NBER Post-Doctoral Fellowship in Entrepreneurship

2016. Ewing Marion Kauffman Dissertation Fellowship

2015. Jean Hammond (1986) and Michael Krasner (1974) Entrepreneurship Fund and the Edward B. Roberts (1957) Entrepreneurship Fund (w. Scott Stern)
2014. Jean Hammond (1986) and Michael Krasner (1974) Entrepreneurship Fund and the Edward B. Roberts (1957) Entrepreneurship Fund (w. Scott Stern)
2013. Jean Hammond (1986) and Michael Krasner (1974) Entrepreneurship Fund and the Edward B. Roberts (1957) Entrepreneurship Fund
2011. MIT Legatum Center for International Development Fellows Program (2011)
2010. MIT Public Service Center Fellowship (2010)

## ACADEMIC PRESENTATIONS

(Does *not* include co-author presentations)

2021. Carnegie Mellon University, National University of Singapore, Virtual Digital Economy Seminar, University of Texas Rio Grande Valley, Georgetown Strategy Seminar, Columbia Strategy Crackle, Center for Foundations of Law and Finance (Frankfurt, Germany), Strategy Science, Wharton Conference on Migration and Organizations, NYU 12<sup>th</sup> Annual Economics of Strategy Workshop, NBER Summer Institute, Entrepreneurship (co-author), UNC Conference on the Emergence Organizations, Markets, and Regions (Chapel Hill, NC).
2020. American Economic Association (San Diego, CA), United Nations Commission for the Status of Women (New York, NY), Columbia Management PhD Proseminar (New York, NY), Strategy Science Conference (Virtual / Philadelphia, PA), Columbia University Management Seminar (New York, NY), Workshop on Entrepreneurial Finance and Innovation (online), Tsinghua Conference on Innovation and Policy (Beijing, China; Cancelled), American Law & Economics Association (Chicago, IL), Strategic Management Society (London, UK), CCC Junior Faculty Meeting (online).
2019. Kauffman Uncommon Methods and Metrics (Kansas City, KS), Columbia Strategy Crackle (New York, NY), Columbia Business School Management Seminar (New York, NY), Eastern Economic Association Conference (New York, NY), Fordham University Strategy Seminar (New York, NY), Columbia Data Science Day (x2) (New York, NY), NYU Workshop on Artificial Intelligence and Strategy (New York, NY), Darden Global Entrepreneurship and Innovation Research Conference (Rosslyn, VA), Kauffman Foundation Mayors Conference (Kansas City, KS), Wharton Conference on Migration, Organizations, and Management (Philadelphia, PA), Cornell Conference on Entrepreneurial Ecosystems (Ithaca, NY), NBER Summer Institute Entrepreneurship Meeting (Discussant) (Boston, MA), Academy of Management Conference (Boston, MA), European Association for Research in Industrial Economics – EARIE (Barcelona, Spain), Washington University at St. Louis, Strategy and Entrepreneurship Seminar (St. Louis, MO), Columbia Entrepreneurial Finance Conference (New York, NY), NBER Science of Science (Cambridge, MA), CODE@MIT (Cambridge, MA), Data Science Day (Columbia), QMSS student seminar (Columbia), George Washington University, International Business Seminar (Washington D.C.).
2018. University of Toronto, Strategy Group (Toronto, Canada), Wharton Management Division (Philadelphia, PA), Fuqua School of Management Strategy Group (Durham, NC), Kellogg School of Management Strategy Group (Evanston, IL), MIT Sloan Doctoral 2018 Research Symposium and Thesis Prize (Cambridge, MA), IFN Entrepreneurship and Innovation Conference (Stockholm, Sweden), Tuck Business School Junior Faculty Summer Camp (Hanover, NH), AOM Session – Machine Learning and Artificial Intelligence in Strategy Research (Chicago, IL), Upjohn Institute (Kalamazoo, MI), Columbia Management PhD Proseminar (New York, NY), Columbia Data Science Institute – Center for Financial and Business Analysis Poster Session (New York, NY).
2017. Startup Cartography Project-Feedback Session (Cambridge, MA), 10<sup>th</sup> Annual USPTO-Searle Center Conference on Innovation Economics (Chicago, IL), Universidad Torcuato DiTella (Buenos Aires, Argentina), FORUM/EXC (Buenos Aires, Argentina), MIT Sloan TIES (Cambridge, MA), Kauffman Entrepreneurship Scholars Conference (Kansas City, KS), MIT iEcosystem Symposium (Cambridge, MA). Think Big: Data Innovation in Latin America and the Caribbean (Mexico City, Mexico), Roundtable for Engineering Entrepreneurship Research (REER) (Atlanta, GA), Columbia Business School, Management Division (New York), NYU Stern, Management Division (New York), London Business School, Strategy and Entrepreneurship (London), Boston University Questrom, Strategy and Innovation Group (Cambridge, MA), Harvard Business School Entrepreneurship (Cambridge, MA), UCSD Innovation Technology and Operations (ITO) (San Diego, CA).

2016. MIT Sloan TIES Seminar (Cambridge, MA), MIT Sloan PhD Academic Defense (Cambridge, MA), Kauffman Emerging Scholars Conference (Kansas City, MO), Third International ZEW Conference on the Dynamics of Entrepreneurship (Mannheim, Germany), CCC Doctoral Conference (Milan, Italy), Measurement of Entrepreneurial Ecosystems to US Census, Secretary of Commerce, and CEA (White House, Washington, DC).
2015. MIT Innovation Initiative – Roundtable on Innovation Metrics (Fall, 2015. Cambridge, MA). West Coast Research Consortium (WCRS) (Seattle, WA)
2014. TIES PhD Reading Group (Spring, 2014; Winter, 2014) NBER/CRIW Conference on Measuring Entrepreneurial Businesses. (Winter, 2014. Washington, DC)

## **OTHER PRESENTATIONS**

2019. HBA Matters. Columbia University.
2019. Invited Presenter at ‘Café con Leche’, a Hispanic mentoring event.
2018. Hispanic Business Association Conference, Keynote Speaker (New York, NY).

## **ASSOCIATIONS**

Professional Interest Organizations: American Economic Association, American Finance Association, American Law and Economics Organization, Academy of Management, Strategic Management Society.

Minority-Based Organizations: The PhD Project Management Doctoral Student Association (Association for minority U.S. citizens in management doctoral programs), American Association of Hispanic Economists.

## **NON-ACADEMIC EMPLOYMENT**

Microsoft Corporation Build Engineer / Software Developer	Redmond, WA 2007 – 2009
PriceStats Director of Data Engineering (first employee)	Cambridge, MA 2011-2012